

Message Text

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ACTION AF-08

INFO OCT-01 EUR-12 NEA-10 ISO-00 CAB-05 CIAE-00 COME-00

DODE-00 DOTE-00 EB-07 INR-07 NSAE-00 CIEP-02 FAA-00

PA-02 USIA-15 PRS-01 SP-02 L-03 NSC-05 SS-15 AID-05

TRSE-00 STR-04 OMB-01 CEA-01 FRB-01 XMB-04 OPIC-06

LAB-04 SIL-01 /122 W

-----052359Z 081531 /70

R 051529Z JAN 77

FM AMEMBASSY ROME

TO SECSTATE WASHDC 2041

INFO AMEMBASSY AMMAN

AMEMBASSY ATHENS

AMEMBASSY BEIRUT

AMEMBASSY DACCA

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY KHARTOUM

AMEMBASSY KUWAIT

AMEMBASSY LONDON

AMEMBASSY MANAMA

AMEMBASSY MOGADISCIO

AMEMBASSY MUSCAT

AMEMBASSY NEW DELHI

AMEMBASSY PARIS

AMEMBASSY TRIPOLI

FAA BRUSSELS

AMEMBASSY ANKARA

AMCONSUL ISTANBUL

AMCONSUL BOMBAY

AMEMBASSY TEHRAN

AMEMBASSY NICOSIA

UNCLAS ROME 0152

E.O. 11652: N/A

TAGS: EAIR, BEXP, ETRD

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SUBJECT: 1976 SALES US COMMERCIAL JET TRANSPORTS

MIDDLE EAST/SOUTH ASIAN CIVIL AIR REGION

DEPARTMENT PASS COMMERCE FOR R. COHEN, P. HALE, R. MYERS;

EXIMBANK; CAB FOR SCIBILIA AND MURPHY;

FAA FOR CARY AND CARMICHAEL

REF: (A) ROME A-70, FEBRUARY 17, 1976

(B) ROME A-71, FEBRUARY 18, 1976

1. FOR 1976, US AIRCRAFT MANUFACTURERS AND VENDORS SOLD FORTY-TWO JET TRANSPORTS (38 NEW, 4 USED) VALUED AT ESTIMATED NEAR-RECORD \$801 MILLION (INCLUDING FIRM CONTRACTS, LETTERS-OF-INTENT, ACCEPTED LETTER PROPOSALS) TO REGION'S AIRLINES, SLIGHTLY BETTERING TARGETED GOAL \$800 MILLION CITED REF A (PAGE 5). PARTICULARLY GRATIFYING WERE SUCCESSFUL US SALES TO INDIAN AIRLINES, GULF AIR AND OLYMPIC AIRWAYS, AGAINST HEAVY UK/WEST EUROPEAN COMPETITION. US MARKET SHARE 97.6 0/0 (BY VALUE) OF TOTAL 1976 REGION JET TRANSPORT SALES \$821 MILLION.

2. CUSTOMER AIRLINES FOR US JET TRANSPORTS ORDERED IN 1976 INCLUDE FOLLOWING: SAUDIA (14 NEW AIRCRAFT VALUED AT \$348 MILLION); OLYMPIC (7 NEW AIRCRAFT VALUED AT \$96 MILLION); ALIA (2 NEW AIRCRAFT VALUED AT \$100 MILLION); GULF AIR (5 NEW AIRCRAFT VALUED AT \$47 MILLION); LIBYAN ARAB (3 NEW AIRCRAFT VALUED AT \$51 MILLION); AIR-INDIA (2 NEW AIRCRAFT VALUED AT \$95 MILLION); INDIAN AIRLINES (5 NEW AIRCRAFT VALUED AT \$48 MILLION); JORDANIAN WORLD (1 USED AIRCRAFT VALUED AT \$5.5 MILLION); BANGLADESH BIMAN (1 USED AIRCRAFT VALUED AT \$2.5 MILLION); AND SOMALI (2 USED AIRCRAFT VALUED AT \$6. MILLION). ONE U K CUSTOMER CYPRUS AIRWAYS (2 NEW BAC 111-500 AIRCRAFT VALUED AT \$20 MILLION).

3. FOR TWELVE-YEAR PERIOD JAN 1, 19765 - DEC 31, 1976, US AIRCRAFT MANUFACTURERS AND VENDORS SOLD 304 JET TRANSPORTS UNCLASSIFIED

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IN REGION, VALUED AT ESTIMATED \$3.75 BILLION. US MARKET SHARE FOR THIS PERIOD 90.4 0/0 OF TOTAL REGION JET TRANSPORT SALES \$4.15 BILLION. US JET TRANSPORT SALES PROGNOSIS IN REGION REMAIN BUOYANT WITH TARGETED GOAL \$820 MILLION 1977, CLEARLY ATTAINABLE IF GOVERNMENT OF SAUDI ARABIA MINISTRY OF FINANCE INSPIRED COSTRAINTS AGAINST SAUDIA PACED IMPLEMENTATION FLEET PLAN ARE REMOVED, THY PRESSING RE-EQUIPMENT REQUIREMENTS ARE SYMPATHETICALLY AND RESPONSIVELY CONSIDERED BY GOVERNMENT OF TURKEY, AND AIRBUS INDUSTRIE A-300B2K CAN BE DEFEATED IN FILLING IRAN AIR DOMESTIC/REGIONAL WIDEBODIED AIRCRAFT REQUIREMENTS.

4. DETAILED AIRGRAMS, 1976 AND CUMULATIVE, COVERING JET TRANSPORT SALES AND PROSPECTS WITHIN REGION FOLLOW SHORTLY.VOLPE

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment:
Disposition Date: 01-Jan-1960 12:00:00 am
Disposition Event:
Disposition History: n/a
Disposition Reason:
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Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
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Format: TEL
From: ROME
Handling Restrictions: n/a
Image Path:
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Litigation History:
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Office: ACTION AF
Original Classification: UNCLASSIFIED
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
Reference: 77 ROME A-70, 77 ROME A-71
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Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 02-Nov-2004 12:00:00 am
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Review Withdrawn Fields: n/a
SAS ID: 3658141
Secure: OPEN
Status: NATIVE
Subject: 1976 SALES US COMMERCIAL JET TRANSPORTS MIDDLE EAST/SOUTH ASIAN CIVIL AIR REGION DEPARTMENT PASS COMMERCE FOR R. COHEN, P. HALE, R.
TAGS: EAIR, BEXP, ETRD, US, IT
To: STATE
Type: TE
vdkgvkey: odbcr//SAS/SAS.dbo.SAS_Docs/0e87b8dc-c288-dd11-92da-001cc4696bcc
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